



Shai Stein/ECI Telecom
12/02/2004 07:57

To Chaim Rainer/ECI Telecom@ECI Telecom
cc Meir Bittan/ECI Telecom@ECI Telecom
bcc
Subject Hi-FOCuS seminar for Veraz

Chaim,
Meir ask me to forward this activity to you, since we are too loaded in the near future.

Regards
Shai

----- Forwarded by Shai Stein/ECI Telecom on 12/02/2004 10:26 -----



Shai Stein
06/02/2004 20:56

To: Meir Bittan/ECI Telecom@ECI Telecom
cc: Igal Zivoni/ECI Telecom@ECI Telecom, Sari Rechav/ECI Telecom@ECI Telecom, Moti Morgenstem/ECI Telecom@ECI Telecom, Noam Bar-On/ECI Telecom@ECI Telecom, Oren Katz/ECI Telecom@ECI Telecom, Shay Maoz
Subject: Hi-FOCuS seminar for Veraz

- Meir,
- 1) I had a meeting with Meir Leshem and Amir Dresler from Veraz.
 - 2) They would like us to make a seminar on Hi-FOCuS.
 - 3) The seminar will be in 2 sessions, each of 3 hours.
 - 4) The first session will include (About 20 listeners - recommended for the 15/2 week):
 - Procuts, up to the card level (Noam Bar-On)
 - Internal Architecture (Shai)
 - 5) The second session (About 10 listeners- recommended for the 22/2 week)
 - Software architecture, PP, SW Download, Protection..(Sari)
 - MIBs support and embeded management (Moti)
 - OPS Architecture and concept (Oren Katz)
 - 6) They will make us a seminar on their platform (same subjects: SW, Architecture, management, etc)

Meir, if you support this seminar, then we have to prepare ourself. They expecting an answer. Please advise

Regards
Shai



Chaim Rainer/ECI Telecom
12/02/2004 08:32

To: Oz Zimerman/ECI Telecom@ECI Telecom
cc: Guy Bauman/ECI Telecom@ECI Telecom, Shai Stein/ECI Telecom@ECI Telecom
bcc:
Subject: Re: Harmony visit to ECI Telecom

Oz,

I hope we will have the time. We have all day roadmap discussion as well we need Pinny for involvement.

Chaim Rainer
VP Marketing
ECI Telecom Ltd.
Broadband Access Division
Tel: +972-39268167
Fax: +972-39266100
Mobile: +972- 55788167
chaim.rainer@ecitele.com
Oz Zimerman

Oz Zimerman
11/02/2004 22:21

To: Shai Stein/ECI Telecom@ECI Telecom, Chaim Rainer/ECI Telecom@ECI Telecom
cc: Guy Bauman/ECI Telecom@ECI Telecom
Subject: Re: Harmony visit to ECI Telecom

Chaim and Shai,

Since I will not be in the office tomorrow, please construct an agenda (as we have discussed together on the phone) and forward it to Doron Gover.

Thanks,

=====
Oz Zimerman
Vice President
Strategic Marketing & Business Development
ECI Telecom
Inovia Broadband Access Division

Tel. +972 3 9268677
Fax +972 3 9287200

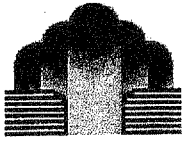
oz.zimerman@ecitele.com
www.ecitele.com

----- Forwarded by Oz Zimerman/ECI Telecom on 11/02/2004 22:19 -----

Doron Gover
11/02/2004 15:55

To: Oz Zimerman/ECI Telecom@ECI Telecom
cc: Gilles Rapp/ECI Telecom@ECI Telecom
Subject: Re: Harmony visit to ECI Telecom

Of course you will. That's why I send to you the information.
Please take care of the agenda from your division. If you will not - they will dictate the agenda.
Take with Haim and Shai about it. I shared some ideas with them.
Pay attention to TR 58-59 Juniper invited Harmony to join.
If we will not play the team play we will lose the battle.



Shai Stein/ECI Telecom

13/02/2004 08:57

To Nissim Benbenisty/ECI Telecom@ECI Telecom

cc

bcc

Subject SHDSL

Nissim,

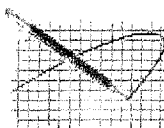
~~I have to visit Telia this week for some strategic meeting.~~

Do you have any presentation on the SHDSL product. Slides prepared for telia are preferred (even if the presentation includes more than just SHDSL)

Please forward.

Thanks

Shai.



Shimon Levany/ECI
Telecom

14/02/2004 23:50

To Pinny Chaviv

cc Shai Stein/ECI Telecom@ECI Telecom, Chaim Rainer/ECI
Telecom@ECI Telecom, Ofer Reviv/ECI Telecom@ECI
Telecom

bcc

Subject TeliaSonera Visit

Hi Pinny,

You may probably know that this high level meeting in Telia was requested by us for long time and has been re-schedule by Haken Berlin several times so far.

Our main purpose was (is) to try to open a window in Telia for other BBA stuff other than the "Symmetrical Business Application Silo".

The team-up for that meeting has been set and coordinated quite long ago with product management, and when the date has been confirmed, we've informed Telia about the participants from our side, after consultation.

Although I think that I'm aware to the stress in the PM group, and while trying to be objective as possible, I think that the decision not to send Alik is mistaken (at the least), or an unprofessional judgement.

Even if you'll put Telia on the bottom of your priority list, this is not a meeting one would like to miss. But besides, once a commitment has been made (even for a low priority account), how can someone waive that commitment 'just like that' ?

After all, it is not my personal nor Zev's commitment in front of Telia. That commitment has been made by ECI on behalf of BBA.

I think this is the type of meeting that every marketer or product manager would have love to take part in. To present and to collect feedback face to face with no mediators from Sales or R&D.

Based on my understanding from Chaim (on Thursday evening) Shai has been assigned with all of Alik's task for that trip, including presenting roadmap, and collecting the inputs. But, as you can see on the following email, Roadmap is expected to covered by Sales...

I would like to have your involvement and action on that matter so in the end of the day, we will be able to perform professionally on that important meeting.

Thanks,
Shimon

— Forwarded by Shimon Levany/ECI Telecom on 14-02-04 23:07 —



Shai Stein

13-02-04 15:30

To: Zev Lachmi/ECI Telecom@ECI Telecom, Shimon Levany/ECI
Telecom@ECI Telecom

cc: Chaim Rainer/ECI Telecom@ECI Telecom, Alik Obershtein/ECI
Telecom@ECI Telecom

Subject: TeliaSonera Visit

Hi,

Be aware that Chaim informed me yesterday that Alik will not participate in the meeting. I will have to prepare the whole presentation.

Therefore, all roadmap and commitments issues should be handled by you - in most cases I am not aware to these details.

Regards
Shai



Shai Stein/ECI Telecom

14/02/2004 08:36

To: Amit Cohen/ECI Telecom@ECI Telecom

cc

bcc

Subject: RE: Harmony visit to ECI Telecom

Amit,

Be aware that Harmony will be in ECI on 17-18th (next week). I do not know if you are planned to be in ECI, in France or in the DSL Forum. In case that you are in ECI, please participate in these meetings.

On the 17th I will not participate, since I have a strategy meeting in Telia.

Any way, I would like to talk to you about the ESNi features (it is important for me to be updated while in Telia). Do you intend to be tomorrow in ECI?

Please let me know.

Regards

Shai

----- Forwarded by Shai Stein/ECI Telecom on 14/02/2004 10:59 -----

Zvi Rubinstein

14/02/2004 00:45

To: <jarnold@redback.com>

cc: Chaim.Rainer@ecitele.com, Doron.Gover@ecitele.com,
joyce.kahn@ecitele.com, Michal.sapir@ecitele.com,
Shai.Stein@ecitele.com,
Shailesh_Shukla.ECI_TELECOM@ecitele.com,
shukla@redback.com, simonw@redback.com,
tmeehan@redback.com, Pinny Chaviv/ECI Telecom@ECI
Telecom, ruben.markus@ecitele.com, Ofer Reviv/ECI
Telecom@ECI Telecom, Michael Halperin/ECI Telecom@ECI
Telecom

Subject: RE: Harmony visit to ECI Telecom

Joel, Shailesh, Simon and Thomas,

Please find attached a proposal for agenda for our meetings next week at our facilities.

This proposal for agenda aims to reflect the directions discussed during the last sessions between our parties.

We will appreciate your comments to it.

Please do not hesitate to contact me as required.

I'll be available at my cell phone during the weekend.

I wish you a safe trip.

Kind regards,

Zvi

Ran Avital/ECI Telecom

16/02/2004 06:25

To Shai Stein/ECI Telecom@ECI Telecom, Zev Lachmi/ECI Telecom@ECI Telecom, Amit Cohen/ECI Telecom@ECI Telecom, Judy Wexler/ECI Telecom@ECI Telecom, Alon Yochai Barak/ECI Telecom@ECI Telecom, Alik Obershtein/ECI Telecom@ECI Telecom, Rauni Lustig/ECI Telecom@ECI Telecom, Chaim Rainer/ECI Telecom@ECI Telecom

bcc

Subject L2VPN solution description - Draft for Telia

The attached paper was composed from different documents relevant for this project provided by Mats and Amit. I hope it describes correctly their service vision and our implementation. Your comments are welcome

Shai,

- For your travail to Telia preparations - GOOD LUCK!

Zev,

- Not completed. I will not be able to continue with this paper the next few days. Please decide if you prefer to send as is or wait for a next revision. As I will be travelling extensively the next few weeks it is not likely to evolve too much during this time.
- I would like this paper to be a basis for a DSL contribution with Mats. I will check with him directly - I will cc u. Please check on our side if it is possible.

Amit,

- Will need your help to make sure I covered correctly the different subjects

Judy

- This paper is a solution description for Telia, and as such it should be submitted in a formal way etc.
- This paper should also be the basis for a white paper on this subject. I will need your inputs on style and content.

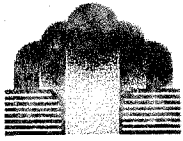
Alon,

- This is one of the Action items I took upon my self. As you already understand, i will not be able to complete on time. Please update AI accordingly
- The CAC paper prepared by Michel is ready. Awaiting for Amit's approval on their last question regarding our CAC and will be forward to you later today

Thanks



- L2-VPN solution description Feb 5 2004 V0.7.doc.zip



Shai Stein/ECI Telecom

16/02/2004 09:02

To Chaim Rainer/ECI Telecom@ECI Telecom

cc Ofer Reviv/ECI Telecom@ECI Telecom, Shimon Levany/ECI Telecom@ECI Telecom, Zev Lachmi/ECI Telecom@ECI Telecom

bcc

Subject Roadmap for Telia

Chaim,

Ofer told me, after talking to you, that you think that I have the roadmap information for Telia.

I would like to say that this is **not correct** - the coordination meetings I had yesterday with Ran and Yochai took mainly the functional direction.

You promised yesterday to provide me a written roadmap commitments (you proposed to provide it on slides - it is OK with me) for Telia, therefore, I did not bother myself with these details knowing that the document is on the way.

Please, send me a formal roadmap commitment for telia ASAP - I am leaving to the airport at noon.

Thanks
Shai

Guy Bauman/ECI Telecom
18/02/2004 20:14

To Pinny Chaviv/ECI Telecom@ECI Telecom, Oz Zimmerman,
Shai Stein, Chaim Rainer/ECI Telecom@ECI Telecom,
Sandra Welfeld/ECI Telecom@ECI Telecom, Tal Diskin/ECI

cc

bcc

Subject brainstorming this Monday

Hi all,

Our coming BOD-presentation meeting (Monday 23.02) will focus on the first 2 parts of the presentation:

1. Identifying opportunities in BB access
2. How big are the opportunities

We shall present those parts and aim to receive your feedbacks.
I will try to send the slides either tomorrow or on Sunday the latest.

Chaim - since you will be away - we need to set up a meeting to go over it.
~~I hope that the next chapter will be ready by the end of the month - so that we can test them in real water...~~

Guy

Guy Bauman
Associate Vice President
Strategic Marketing & Division Development
ECI Telecom Ltd.
Inovia Broadband Access

Tel: +972-3-9268053
Fax: + 972-3-9266100
www.ecitele.com